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IN THE UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF VIRGINIA
RICHMOND DIVISION

ePLUS, INC.,
Plaintiff,
v.
LAWSON SOFTWARE, INC.,
Defendant.

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Civil Action
No. 3:09CV620
January 5, 2011

COMPLETE TRANSCRIPT OF **JURY TRIAL**
BEFORE THE HONORABLE ROBERT E. PAYNE
UNITED STATES DISTRICT JUDGE, AND A JURY

APPEARANCES:

Scott L. Robertson, Esq.
Jennifer A. Albert, Esq.
Michael T. Strapp, Esq.
David M. Young, Esq.
GOODWIN PROCTOR
901 New York Avenue, NW
Washington, D.C. 20001

Craig T. Merritt, Esq.
CHRISTIAN & BARTON
909 E. Main Street, Suite 1200
Richmond, VA 23219-3095

Counsel for the plaintiff ePlus

DIANE J. DAFFRON, RPR
OFFICIAL COURT REPORTER
UNITED STATES DISTRICT COURT

EXHIBIT

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Weaver - Direct

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1 Q How about the ability to search multiple vendors at the
2 same time?

3 A Oh, of course. Searching multiple catalogs gives you the
4 ability to cross compare, to comparison shop.

5 Q What about the requisitioning and ordering module that
6 permits you to go -- to do multiple requisitions from items
7 from multiple vendors and then issue multiple purchase orders?
8 Do you see any benefits to that?

9 A If you go back to the example that I had where I had to
10 get requisitions issued to each vendor and then a purchase
11 order had to go individually to each vendor, that's a lot of
12 time and effort. So the ability to put everything you want on
13 one purchase requisition electronically and then have the
14 computer system break that requisition up into however many
15 purchase orders are appropriate, typically one purchase order
16 per vendor with however many orders from the requisition,
17 that's a real benefit.

18 Q The patents also discuss ability to gain approvals for
19 requisitions in order to have the process flow go smoothly and
20 quickly and more efficiently?

21 A Yes, they do.

22 Q Are there aspects of the inventions generally that relate
23 to determining whether there's an item available in the
24 vendor's inventory?

25 A Oh, yes. We're going to see that in the patent claims.

(Court adjourned.)

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